

# CrossCoding: Unlocking the Code to Medical Billing in Dentistry

7-11 CE Credits

Learn how to get paid by medical insurance from start-to-finish. This is the renowned course that has helped thousands of dental practices increase their case acceptance and bottom line by obtaining medical reimbursement. You should be billing medical insurance if you provide this services:

- ✓ Dental Sleep Medicine (Sleep Apnea Appliances)
- ✓ TMJ Disorder Treatment & Appliances
- ✓ Medicare for Dental Sleep Medicine
- ✓ Implants / Oral Surgery
- ✓ Oral Cancer Screening
- ✓ Botox Injections for Painful Bruxism
- ✓ Frenectomy for Infant Tongue Ties
- ✓ Oral Systemic Infection
- ✓ Mucositis
- ✓ Guided Tissue Regeneration / Periodontal
- ✓ Sinus Lifts / Maxillary & Mandibular Bone Grafts
- ✓ Cone Beam CBCT/Panorex & Exams for These Procedures



## UPCOMING CROSSCODING: UNLOCKING THE CODE COURSES

Dec 7-8, 2018	Jupiter, FL	Rose Nierman
Jan 25-26, 2019	Jupiter, FL	Rose Nierman
Feb 8-9, 2019	Austin, TX	Rose Nierman
Mar 15-16, 2019	Atlanta, GA	Rose Nierman
Apr 5-6, 2019	Jupiter, FL	Rose Nierman
May 17-18, 2019	Atlanta, GA	Rose Nierman
Jun 21-22, 2019	Seattle, WA	Rose Nierman
Sep 6-7, 2019	Atlanta, GA	Rose Nierman
Sep 13-14	Orange County, CA	Rose Nierman
Oct 4-5, 2019	Chicago, IL	Rose Nierman
Dec 13-14, 2019	Jupiter, FL	Rose Nierman

## UPCOMING ADVANCED CROSSCODING COURSES

Jul 12, 2019	Washington, DC	Rose Nierman
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Additional Courses, Dates, and Locations Listed Online

Space is Limited, Register Today!

CALL Toll Free 1.800.879.6468 option 3  
or Log on to [www.NiermanCE.com](http://www.NiermanCE.com)



ADA CERP® Continuing Education Recognition Program

Nierman Practice Management is an ADA CERP Recognized Provider. ADA CERP is a service of the American Dental Association to assist dental professionals in identifying quality providers of continuing dental education. ADA CERP does not approve or endorse individual courses or instructors, nor does it imply acceptance of credit hours by boards of dentistry. Nierman Practice Management designates this lecture for 11 continuing education credits.



## \*AGENDA - CrossCoding: Unlocking the Code to Medical Billing in Dentistry

\*Agenda subject to change

### DAY 1

- 7:30am Breakfast & Registration
- 8:00am Welcome, Overview of Medical Billing in Dentistry
- 8:45am What Procedures can be Billed to Medical Insurance?
- 9:00am Dental vs. Medical Insurance, ICD and CPT codes, Claim Examples
- 10:15am Fees for Medical Insurance Claims
- 10:30am Verification of Benefits & Pre-Authorizations
- 11:00am Requesting In-Network Benefits as an Out-of-Network Provider, GAP Exceptions
- 11:30am Getting to Know The New Medical Claim Form
- 12:00pm Lunch
- 1:00pm ICD-10 Codes & Letters of Medical Necessity
- 1:30pm Billing for Specific Treatments - Implants, Oral Surgeries, TMD, Sleep Apnea, Exams, Panorex, Dental CT Scans, Botox for Bruxism, Accidents
- 3:00pm Reading EOB's, Appeals
- 3:45pm Day 1 Q&A

### DAY 2

- 7:30am Breakfast & Registration
- 8:00am Medical Claim Case Studies & Examples
- 9:30am CrossCoding & Medical Billing in Dentistry Games  
CrossCoding Review, Q & A, Next Steps for Implementation
- 10:15am-12:00pm Hands on with ICD-10, CPT Codes, & Medical Claim Form

### Optional DentalWriter Training

- 10:15am DentalWriter 101 - The 4 Step Process of DentalWriter
- 10:45am Customizing your DentalWriter Questionnaire & Exams
- 11:15am Generate letters & progress reports for other health care providers, Custom opening & closing statements. Q & A
- 11:45am-12:00pm DentalWriter E4 New Features: Treatment Plans, consolidated services tab, Ledger, ICD-10, sleep studies report

## \*AGENDA - Advanced CrossCoding: Medical Billing in Dentistry

### DAY 1

- 7:30am Breakfast & Registration
- 8:00am Introduction & Overview
- 8:15am 2018 Updated Medical Policies for: Dental Sleep Medicine, TMD, Infant Tongue Tie, Laser Services, Bruxism, Facial Pain, Systemic Effects of Oral Disease, Accident Cases, Effects of Cancer or Medical Treatment.
- 10:30am Codes and Modifiers for Best Practices and Reimbursement: Current Coding Guidelines for Cone Beam (CBCT), Tomography, Panorex.
- 12:00pm Lunch
- 1:00pm Update Medicare & Commercial Carrier Medical Policies: Fees Reimbursed for Typical Medically Necessary Services, Medicare Documentation Guidelines for Sleep Apnea Appliances.
- 2:45pm Preauthorization with Expanded GAP or Out-of-Network Exceptions: Medical Claim Form, Comprehensive Narratives for Medical Necessity, Advanced Accident Claims Reviewed, Balance Billing and Write Offs, Surviving and Insurance Audit.
- 3:45pm Q&A

## REVIEWS

“Prior to attending this course, I always felt that medical billing would be too complicated to do at our Dental office. Rose has changed my perspective. I'm excited to return to my office and begin not only bill medical, but also, help my patients with better benefits for their dental needs!,,



**J. Moulen**

## PRICING

**Participant: \$995**

**CE Credits: 7-11**

**Seminar includes CrossCoding: Unlocking the Code to Medical Billing Course Manual**

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